

Message Text

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PAGE 01 KABUL 00691 030707Z

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 /018 W

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FM AMEMBASSY KABUL

TO USDOC WASHDC

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E.O. 11652: NA

TAGS: BMEP, AF

SUBJECT: MAJOR EXPORT PROJECT: VEHICLES FOR AFGHAN TOURIST
ORGANIZATION

1. PRESIDENT OF AFGHAN TOURIST ORGANIZATION (ATO) REQUESTED MEETING WITH EMBOFF TO DISCUSS POSSIBILITY OF OBTAINING APPROXIMATELY 200 VEHICLES FROM U.S. MANUFACTURERS. IN MEETING FEBRUARY 1, ATO PRESIDENT STATED HIS FEELING THAT U.S. VEHICLES NOW COMPETITIVELY PRICED DUE TO RECENT APPRECIATION OF AFHGANI AGAINST DOLLAR AND ATO EXTREMELY INTERESTED IN CONVERTING TO ALL U.S. FLEET.

2. FYI: ATO IS GOVERNMENT RUN AND IN PAST HAS HAD SMALL BUDGET AND LOW PRIORITY IN GOA PLANNING. ACCORDING ATO PRESIDENT TOURISM BEING GIVEN INCREASING EMPHASIS BY GOA AND HAS \$38 MILLION BUDGET FOR NEXT FIVE YEARS TO FINANCE CONSTRUCTION OF TWELVE NEW HOTELS AND PURCHASE NEW EQUIPMENT. ATO PRESENTLY HAS 84 VEHICLES OF VARIOUS MANUFACTURE (36 PEUGEOTS, 12 VOLGAS, 9 VAUXHALLS, 5 TOYOTAS, 12 IRANIAN-MADE NATIONAL MINI-BUSSES, ETC.). ONLY 46 VEHICLES ARE IN OPERATING CONDITION AND WELL OVER 50 PERCENT HAVE LOGGED OVER 100,000 KILOMETERS. SPARE PARTS ARE CHRONIC PROBLEM. END FYI.

3. IN NEAR FUTURE ATO WISHES TO PLACE ORDER FROM MANUFACTURER FOR NEW VEHICLES (PRESIDENT MENTIONED WISH FOR PURCHASE UNSOLD LATTTFVRDSK 1974 VEHICLES AT DISCOUNT).

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PAGE 02 KABUL 00691 030707Z

FOLLOWING VEHICLES REQUIRED:

100 PASSENGER CARS - FOUR OR SIX PASSENGER
50 FOUR-WHEEL DRIVE VEHICLES - SIX PASSENGER
22 FOUR-WHEEL DRIVE VEHICLES - NINE TO TWELVE PASSENGER
30 MINI-BUSES - 15 PASSENGER
11 BUSES - 40-45 PASSENGER

ATO WOULD ALSO PURCHASE LARGE QUANTITY OF SPARE PARTS AND PAY
FOR TRAINING OF MECHANICS. ABOVE ORDER WOULD COVER VEHICLE
REQUIREMENT FOR TWO YEARS.

4. ACTION REQUESTED: USDOC CONTACT AUTO MAKERS WITH ABOVE
INFO. INTERESTED SUPPLIERS SHOULD SEND SOONEST CATALOGUES
AND PRICE INFORMATION (FOB FACTORY AND CIF AFGHAN BORDER VIA
USSR, INSURANCE TO KABUL) TO:

MR. MAHBOOBULLAH SERAJ
PRESIDENT, AFGHAN TOURIST ORGANIZATION
SALANG WAT
KABUL, AFGHANISUN

COPIES OF CORRESPONDENCE SHOULD BE SENT TO ECONOMIC SECTION,
AMERICAN EMBASSY, KABUL, US DEPARTMENT OF STATE, WASHINGTON
DC, WPTWP.
ELIOT

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